

Message Text

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44

ACTION SS-15

INFO OCT-01 ARA-16 ADP-00 EB-11 OMB-01 CIAE-00 INR-10

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FM AMEMBASSY PANAMA

TO SECSTATE WASHDC 8090

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STATE FOR CASEY; COMMERCE FOR DENT, FROM SAYRE

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: STATE/COMMERCE COOPERATION ON COMMERCIAL PROGRAM

REF: STATE 141993

1. I HAVE BEEN REVIEWING PERSONALLY THE MATERIAL FROM THE DEPARTMENT CONCERNING OUR TRADE PROMOTION PROGRAM AND ASSURING THAT ALL OFFICERS, INCLUDING THOSE IN AID, WHO MIGHT HAVE OCCASION TO HEAR OF TRADE OPPORTUNITIES ALSO READ IT. WE HAVE TAKEN TO HEART THE RECOMMENDATIONS OF THE OMB REPORT ON INTEGRATION OF ECONOMIC/COMMERCIAL WORK AT POST. HOWEVER, I HAVE NOT FOUND ANY MENTION MADE OF LINKING FINANCIAL RESOURCES TO MANPOWER IN THE FIELD. I HAVE IN MIND DIRECT SUPPORT FOR OUR ECONOMIC/COMMERCIAL OFFICERS WHO ARE THE DIRECT REPRESENTATIVES OF U.S. COMMERCIAL, INDUSTRIAL, FINANCIAL AND BUSINESS INTERESTS ABROAD.

2. AS THE DEPARTMENT IS AWARE, THERE IS A VERY CLOSE LINKAGE BETWEEN EXPORT FINANCING RESOURCES AND TRADE PROMOTIONAL EFFORTS IN THE FOREIGN SERVICES OF SOME COMPETING TRADING NATIONS. OUR FOREIGN SERVICE EFFORTS HAVE TRADITIONALLY BEEN LIMITED LARGELY TO PAPER FLOWS

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(THE WTDR IS A GOOD EXAMPLE) AND REPRESENTATIONAL ACTIVITIES.

MORE RECENTLY, TRADE CENTERS AT SOME FORTUNATE POSTS
HAVE GREATLY ASSISTED OUR ECONOMIC/COMMERCIAL FOREIGN
SERVICE OFFICERS IN THOSE COUNTRIES.

3. I HAVE BEEN FOLLOWING VERY CLOSELY THE PROPOSAL TO
CREATE A NEW U.S. EXPORT DEVELOPMENT CREDIT FUND AS A
"SOFT-LOAN" CREDIT WINDOW IN DIRECT SUPPORT OF U.S.
EXPORTS. IT OCCURS TO ME THAT THE DEPARTMENT SHOULD
CONSIDER PUTTING THE FIELD OPERATIONS OF THIS FUND IN THE
ECONOMIC/COMMERCIAL SECTIONS OF OUR EMBASSIES AND THAT
THESE SECTIONS BE STRENGTHENED WITH LOAN OFFICERS CAPABLE
OF EVALUATING EXPORT FINANCING PROPOSALS. WHO BETTER THAN
THE COMMERCIAL ATTACHE, WITH HIS DAY-TO-DAY CONTACTS WITH
THE BUSINESS WORLD OF THE HOST COUNTRY, MIGHT REPRESENT
OUR TRADING INTERESTS AND EVALUATE THE HIGHER RISK
FINANCING THAT THE NEW FUND IS INTENDED TO PROVIDE.
FOR THE FIRST TIME, THE OFFICER OUT POUNDING THE PAVEMENT
WOULD HAVE BACKING TO FINANCE U.S. GOODS FOR PROSPECTIVE
CLIENTS, IN ADDITION TO HIS NOW FORMIDABLE ARRAY OF
CATALOGS AND BROCHURES AND NEWLY INSTITUED TELEGRAPHIC
WTDR SERVICE DIRECT TO COMMERCE. I DO NOT PRESUME TO
SPELL OUT THE ADMINISTRATIVE DETAILS OF THE PROPOSED
FUND, BUT I WOULD ARGUE STRONGLY THAT IT BE CHanneLED
THROUGH STATE/COMMERCE, GIVING OUR ECONOMIC/COMMERCIAL
OFFICERS IN THE FOREIGN SERVICE DIRECT FINANCIAL SUPPORT
FOR THE FIRST TIME.
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